

# Exotic Pet Trade Industry

“One Medicine” Symposium

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# Exotic Pet Trade Industry

- Regulatory Agencies
  - Roles and Responsibilities
- Exotic Animal Importation Pathway
- Industry Trends
- Human-Animal Bond
- Demographics
- Risk Prevention Measures

# Federal Agencies Involved in Importation of Animals

U.S. Department of Health and Human Services (HHS)

- Centers for Disease Control and Prevention (CDC)



- National Center for Preparedness, Detection, and Control of Infectious Diseases (NCPDCID)

- Division of Global Migration and Quarantine (DGMQ)

# CDC Regulations



- Importation of Pets, Other Animals, and Animal Products into the United States
  - CDC regulations govern the importation of dogs, cats, turtles, monkeys, other animals, and animal products capable of causing human disease
  - Division of Global Migration and Quarantine is empowered to detain, medically examine, or conditionally release individuals and wildlife suspected of carrying a communicable disease



# CDC Regulations

## Hosts and Vectors

### Animals

- Any animal known or suspected of being infected with human pathogen may require CDC permit
  - Importation of live turtles of less than 4 inches in shell length and live nonhuman primates require CDC permit
- Bats
  - All live bats require CDC permit and import permit from U.S. Department of Interior, Fish and Wildlife Services
- Arthropods
  - Any living insect or other arthropod known or suspected of containing human pathogen requires CDC import permit
- Snails
  - Snails capable of transmitting human pathogen require CDC permit
- Non-Human Primates (NHP)
  - Importation of NHP as pets is not permitted under any circumstances
  - Restrictions apply to re-importation of NHP originating in U.S.

# CDC Regulations

- Dogs/Cats
  - A general certificate of health is not required by CDC for entry of pet dogs but dogs must have a certificate showing they have been vaccinated against rabies at least 30 days prior to entry
  - Cats are not required to have proof of rabies vaccination for importation
- Turtles (CDC/FDA)
  - Turtles with a carapace (shell) length of less than 4 inches may not be imported for any commercial purpose
  - An individual may import as many as six of these turtles for noncommercial purposes
  - Larger turtles are not subject to CDC regulations
- African rodents
  - Can not import or offer to import any rodents, whether dead or alive, that were obtained, directly or indirectly, from Africa, or whose native habitat is Africa
  - The prohibition also applies to rodents whose native habitat is in Africa, even if those rodents were born elsewhere

# CDC Regulations



- Based on concerns about highly pathogenic avian influenza (HPAI) H5N1 virus and its potential to cause illness in humans, CDC and the U.S. Department of Agriculture (USDA) have taken steps to prevent importation of birds and unprocessed bird products from countries with the virus in domestic poultry
- The import restrictions do not apply to U.S.-origin pet birds which will be allowed to return upon entering a USDA quarantine facility for 30 days

# CDC Regulations

- Small Terrestrial Mammals
  - Unless included in a specific embargo, such as civets, prairie dogs and African rodents, or known to carry disease transmissible to humans, these animals are not covered under CDC regulations
  - Any animal known to carry a zoonotic disease is subject to regulation



- Reptiles
  - CDC does not regulate reptiles other than turtles



# CDC Regulations

- CDC issued the following order because civets potentially can infect humans with Severe Acute Respiratory Syndrome (SARS)
  - Civets are banned from import to the U.S.
  - Forbids any person from importing or seeking to import any civet from anywhere in the world
  - Applies to civets that are living or dead and any products made from civets



# CDC Quarantine Stations

Anchorage, AK	Miami, FL
Atlanta, GA	Minneapolis, MN
Boston, MA	New York, NY
Chicago, IL	Newark, NJ
Dallas/Ft Worth, TX	Philadelphia, PA
Detroit, MI	San Diego, CA
El Paso, TX	San Francisco, CA
Houston, TX	San Juan, PR
Honolulu, HI	Seattle, WA
Los Angeles, CA	Washington, DC

# Federal Agencies Involved in Importation of Animals

- U.S. Department of Health and Human Services (HHS)
  - Food and Drug Administration (FDA)



# Food and Drug Administration

The FDA and CDC issued a joint order:

- Prohibiting the capture, offer to capture, transport, offer to transport, sell, barter, or exchange, offer to sell, barter, or exchange, distribute, offer to distribute, or release into the environment:
  - Prairie dogs (*Cynomys* sp.)
  - African Tree squirrels (*Heliosciurus* sp.)
  - Rope squirrels (*Funisciurus* sp.)
  - African Dormice (*Graphiurus* sp.)
  - Gambian giant pouched rats (*Cricetomys* sp.)
  - Brush-tailed porcupines (*Atherurus* sp.)
  - Striped mice (*Hybomys* sp.)
  - Any other animal so prohibited because of that animal's potential to transmit the monkeypox virus



# Federal Agencies Involved in Importation of Animals

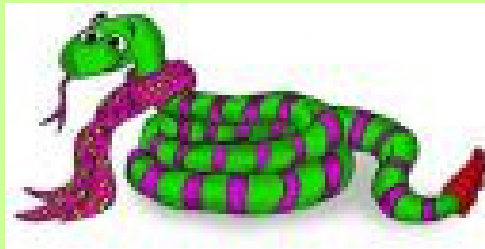


- U.S. Department of Agriculture (USDA)
  - Animal and Plant Health Inspection Services (APHIS)
    - Veterinary Services (VS)
      - National Center for Import and Export (NCIE)



# USDA/APHIS/NCIE

- The National Center for Import and Export (NCIE)
- NCIE is at the forefront of APHIS' effort to safeguard the health of our nation's agricultural resources



# USDA-APHIS

- APHIS' mission is to safeguard the health of our nation's agricultural resources
- Animal health experts work closely with other federal agencies, states, foreign governments, industry and professional groups, and others to enhance international trade and cooperation while preventing the introduction of dangerous and costly pests and diseases



# USDA-APHIS

- USDA-APHIS is charged with several critical tasks relating to imports and exports, including:
  - Facilitating international trade
  - Monitoring the health of animals presented at the border
  - Regulating the import and export of animals, animal products, and biologics





# USDA Avian Regulations

## Commercial

- All commercial birds must be accompanied by a current veterinary health certificate issued within 30 days of importation and endorsed by a full-time salaried veterinarian of the agency responsible for animal health of the national government of the exporting country
- All commercial birds must be inspected by a USDA port veterinarian at the first U.S. port of entry
- The importer must arrange for this inspection at least 72 hours in advance by contacting the USDA port veterinarian

# USDA Avian Regulations

## Commercial

- The importer must retain the services of a customs broker to facilitate the importation and, in some cases, to transport the commercial birds from the port of entry to the USDA Animal Import Center
- During the quarantine period, all commercial birds will be tested to determine if they are free of certain communicable diseases of poultry
- The cost for this diagnostic testing will be charged to the importer and is separate from the quarantine fee

# USDA Avian Regulations

## Pet Birds

- All non-U.S. origin pet birds imported into the United States are required to be quarantined for 30 days in a USDA animal import quarantine facility at the owner's expense



# USDA Reptile Regulations

- All species and subspecies of leopard tortoise (*Geochelone pardalis*), African spurred tortoise (*Geochelone sulcata*), and Bell's hingeback tortoise (*Kinixys belliana*) are prohibited from being imported into the United States
- Interstate movement of these tortoises is allowed if an accredited veterinarian signs either a health certificate or a certificate of veterinary inspection and found to be free of exotic ticks

# USDA Ports of Entry

- USDA Quarantine Centers and Ports of Entry

These are the only ports of entry available for importing non-U.S. origin pet birds

- New York, NY
- Miami, FL
- Los Angeles, CA



# USDA Fish Regulations

- Live finfish of most species may be imported into the United States without import requirements from USDA
- Eight species of fish that are susceptible to the disease Spring Viremia of Carp (SVC) have recently come under USDA oversight
  - Koi and Common Carp
  - Goldfish and Crucian Carp
  - Grass, Silver and Bighead Carp
  - Tench and Sheatfish
  - Fertilized eggs or milt of these species



# USDA Fish Regulations

- Live fish of these eight species may continue to be imported, provided they are accompanied by a USDA import permit and a veterinary health certificate issued by a full-time veterinary officer or competent government authority of the exporting country

# USDA Veterinary Service Offices

Albany, NY	Olympia, WA
Austin, TX	Robbinsville, NJ
Conyers, GA	Sacramento, CA
East Lansing, MI	Salem, OR
Gainesville, FL	Springfield, IL
Hato Rey, PR	Sutton, MA



# Federal Agencies Involved in Importation of Animals

- U.S. Department of Interior (DOI)
  - U.S. Fish and Wildlife Service (USFWS)
    - Office of Law Enforcement (OLE)



# USFWS

- Definition:
  - Wildlife is any living or dead wild animal, its parts, and products made from it
  - Wildlife includes mammals, birds, reptiles, amphibians, and fish, insects, crustaceans, arthropods, molluscs and coelenterates
  - Includes wild animals bred, born or hatched in captivity

# USFWS

- Issues permits under various wildlife laws and treaties at different offices at the national, regional, and/or wildlife port levels
- Permits enable the public to engage in legitimate wildlife-related activities that would otherwise be prohibited by law
- Service permit programs ensure that such activities are carried out in a manner that safeguards wildlife

# USFWS

## Office of Law Enforcement

- Wildlife Laws and Treaties
  - Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES)
  - Endangered Species Act
  - Migratory Bird Treaty Act
  - Wild Bird Conservation Act
  - Marine Mammal Protection Act



# USFWS

## Office of Law Enforcement

- Administers permits at regional offices and certain port locations
- A permit or license may be issued to qualified applicants for the following activities:
  - To engage in business as a wildlife importer or exporter
  - Import or export wildlife at other than a designated or authorized border or special port

# USFWS

## Import Stations

Anchorage, AK	Louisville, KY
Atlanta, GA	Memphis, TN
Baltimore, MD	Miami, FL
Boston, MA	New Orleans, LA
Chicago	New York, NY
Dallas/Fort Worth, TX	Newark, NJ
Houston, TX	Portland, OR
Honolulu, HI	San Francisco, CA
Los Angeles, CA	Seattle, WA

# Federal Agencies Involved in Importation of Animals

- U.S. Department of Homeland Security (DHS)
  - United States Customs and Border Protection (CBP)



# United States Customs and Border Protection (CBP)

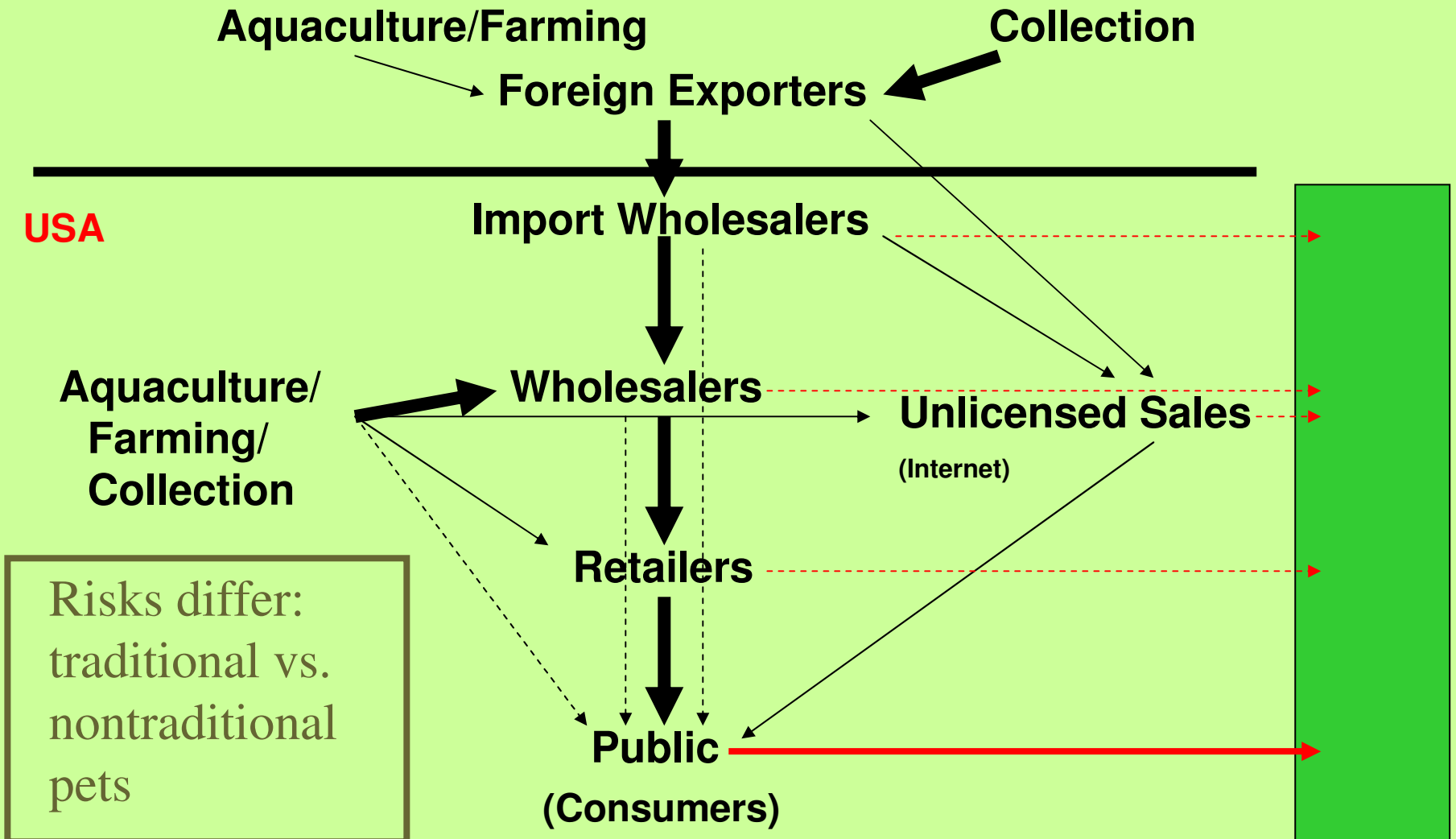
- 326 official ports of entry in the U.S.
- CBP enforces the import and export laws and regulations of the U.S. federal government
- CBP also performs agriculture inspections to protect the U.S. from potential carriers of animal and plant pests or diseases



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# The Importation Pathway



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# Industry Trends

## Importation Trends ...2000-2004



Amphibians: 26,358,967

Birds: 2,164,359

Fish: 878,314,343

Mammals: 238,321

Reptiles: 9,097,341

**USFWS/LEMIS: Numbers of individual animals**

# Industry Trends

- Animal ownership per household constant
  - Steady at 63% of households since 2004
- Number of animals has increased
  - Number of households increased 2.8%
  - Number of animals increased to 71.0 million in 2006 from 69.1 million in 2004

# Industry Trends

## Reptile ownership per household

- Growing: 4.8% from 2.8% in 1994
- Total number of reptiles owned has increased by over 22% to 13.4 million
- 45% of reptile owners own multiple reptiles
- Average of 5 reptiles owned per household
- Most popular reptiles:
  - Turtles/tortoises – up 16%
  - Frogs/toads – up 92%



# Industry Trends

- Importation of iguanas declining
  - 1995 – estimated 700,000
  - 2006 – estimated 300,000
- 54% decline in iguana ownership since 1996
- 40% decline in newt and salamander ownership since 1996



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# Industry Trends



- Small animal (SA) ownership
  - Increased from 5.7 million households owning SA in 2004 to 6 million in 2006
  - Number of SA increased 25% to 22.8 million in 2006
- Bird ownership
  - Decreased from 6.4 million households owning birds in 2004 to 6.3 million in 2006
  - Number of birds decreased from 16.5 million in 2004 to 16 million in 2006



# Industry Trends

- Aquatics - freshwater ownership
  - Increased from 13.9 million households owning freshwater fish in 2004 to 14.2 million in 2006
  - Freshwater fish numbers are approximately 142 million
- Aquatics - marine ownership
  - Increased by over 2.6% to over 800,000 households owning marine fish in 2006
  - Marine fish numbers are approximately 10 million



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# Human-Animal Bond

Many people would not consider their family complete without a pet

- More than 360 million pets in the US
- 63% of US households have at least one pet
- The annual market value of the US pet industry is approximately \$40.8 billion



# Human-Animal Bond

Health benefits commonly attributed to pet ownership:

- < Stress levels
- < Risk heart disease
- > Survival from heart attack
- < Allergic reaction
- > Better physical & psychological wellbeing



# Human-Animal Bond

Holiday gift purchases for pets by their owners:

- 54% of dogs
- 41% of cats
- 25% of birds
- 23% of small animals



# Human-Animal Bond

- 99% of pet owners consider their pets family members
- 83% refer to themselves as their pet's mom or dad
- 63% of pet owners say "I love you" to their pet at least daily
- 59% celebrate their pet's birthday
- Children are more likely to have pets than siblings or fathers
- 57% would prefer their pet as their only companion if stranded on a desert island



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# Avian Demographics

- Overall
  - Typically retired singles in racially mixed neighborhoods, modest educations and incomes, and low-key sedentary lifestyles
  - Enjoy watching TV, especially daytime soaps and game shows
- Negative demographics
  - Wealthy upscale residents who own luxury cars, expensive clothes and large homes





# Avian Demographics

- Finches/Canaries
  - Middle aged and senior residents with blue-collar service or farming jobs
- Parakeets (Budgies)
  - Young and single and single parents living in working class neighborhoods



# Avian Demographics

- Cockatiels/Lories
  - Entry-level service workers living in apartments in neighborhoods with many children
- Conures/Parrots
  - Lower middle class couples and families living in smaller cities and suburbs



# Small Animal Demographics

- Overall
  - Young single and single parents in working class and racially mixed neighborhoods
  - Enjoy going to movies, playing basketball and shooting pool
- Negative demographics
  - Wealthy upscale residents who own luxury cars, expensive clothes and large homes



# Small Animal Demographics

- Ferrets
  - Retired singles living in racially mixed neighborhoods with modest educations and incomes
- Rabbits
  - Young, ethnically diverse singles and single parents living in the most economically challenged urban segment





# Small Animal Demographics

- Guinea Pigs
  - Large families in working-class households in small towns and military personnel living in base housing
- Chinchillas
  - Progressive mix of young singles and couples, students and professionals living in row houses and apartments



# Small Animal Demographics

- Hamsters
  - Young parents with many children and lower income blue-collar jobs
- Mice and Rats
  - Young, multi-ethnic singles living in neighborhoods with cheap apartments with cafes, bars, laundromats and clubs.



# Reptile Demographics

- Overall
  - Retired singles in racially mixed neighborhoods with modest educations and incomes, and low-key sedentary lifestyles
    - Enjoy watching TV, especially daytime soaps and game shows
  - Young single and single parents in working class and racially mixed neighborhoods
  - Enjoy going to movies, playing basketball and shooting pool
- Negative demographics
  - Wealthy upscale residents who own luxury cars, expensive clothes and large homes



# Reptile Demographics

- Iguanas
  - Blue-collar workers in mobile homes with rustic lifestyle of hunting, fishing and camping
  - Spend discretionary income on boats, campers, motorcycles and pickups
  - Live in small, old fashioned towns
  - Served in the military





# Reptile Demographics

- Snakes and Amphibians
  - Young ethnically diverse parents with many children
  - Live in commercial areas that cater to twentysomethings
  - Live in neighborhoods with 10 times as many college students as the national average
  - Maintain low-key lifestyle



# Reptile Demographics

- Leopard geckos
  - Young ethnically diverse parents with many children
  - Live in commercial areas that cater to twentysomethings
  - Live in neighborhoods with ten times as many college students as the national average
  - Live in small, old fashioned towns



# Reptile Demographics

- Bearded Dragons
  - Young ethnically diverse parents with many children
  - Live in commercial areas cater to twentysomethings
  - Live in neighborhoods with ten times as many college students as the national average
  - Thriving singles scene in fast growing satellite cities



# Reptile Demographics

- Crested Geckos
  - Midscale middle-aged, singles and couples living in suburbia
  - Baby boom generation
  - Live in neighborhoods with ten times as many college students as the national average
  - Comfortable lifestyles, filling their homes with TVs, toys and pets



# Turtle Demographics

- Overall
  - Ethnically diverse people with many children in racially mixed neighborhoods
- Negative demographics
  - Wealthy upscale residents who own luxury cars, expensive clothes and large homes





# Turtle Demographics

- Water Turtles
  - Young, middle-class, married with children, modest homes and ethnic diversity
- Land Turtles
  - Young, ethnically diverse parents with many children and entry level service jobs
- Tortoises
  - Retired singles in racially mixed neighborhoods, modest educations and incomes



# Aquatics Demographics

## Freshwater

- Overall
  - Retired singles with modest educations and incomes
  - Enjoy watching TV, especially daytime soaps and game shows
- Negative demographics
  - Wealthy upscale residents who own luxury cars, expensive clothes and large homes



# Aquatics Demographics

## Marine



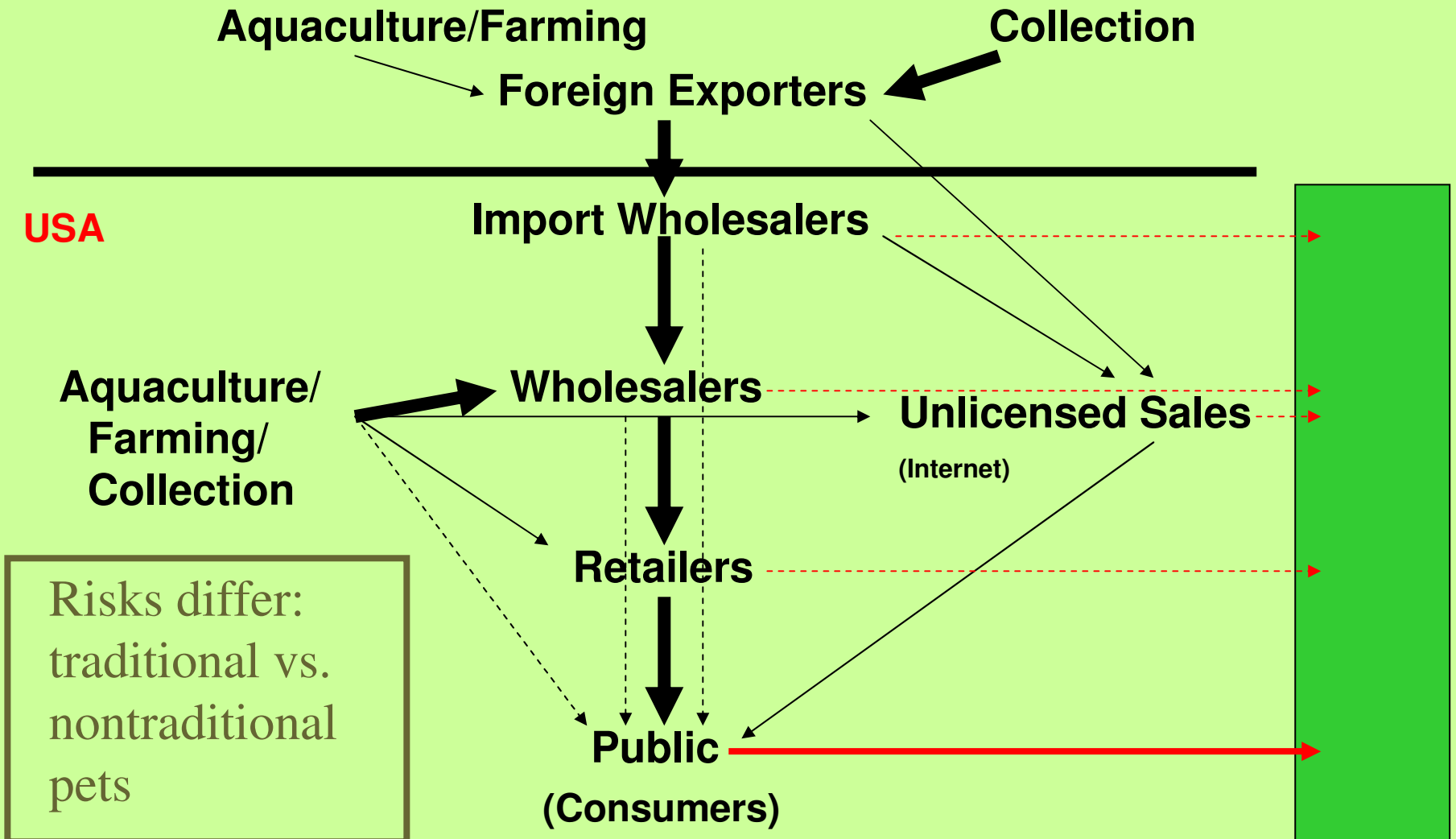
- Overall
  - Young, middle-class, families living in small rustic townships
  - Dual income couples with powerboats, campers and Play Stations
- Negative demographics
  - Wealthy upscale residents who own luxury cars, expensive clothes and large homes



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# The Importation Pathway



Notes: Dashed lines indicate infrequent movement/sales. Thick lines indicate primary movement/sales. Likelihood of release in red. Green box is the natural environment.

# Risk Prevention Measures

- Pet industry has established programs to prevent disease transmission by exotic pets
  - Habitattitude
  - PIJAC
  - NRIP
  - Best Practices
  - ‘Phibs Campaign





# Risk Prevention Measures

## Habitattitude<sup>TM</sup>

Partnership-based campaign to discourage (prevent) the release of unwanted pets in order to reduce risk of biological invasion, including transmission of pathogens and parasites



PIJAC-USFWS-NOAA



# Risk Prevention Measures

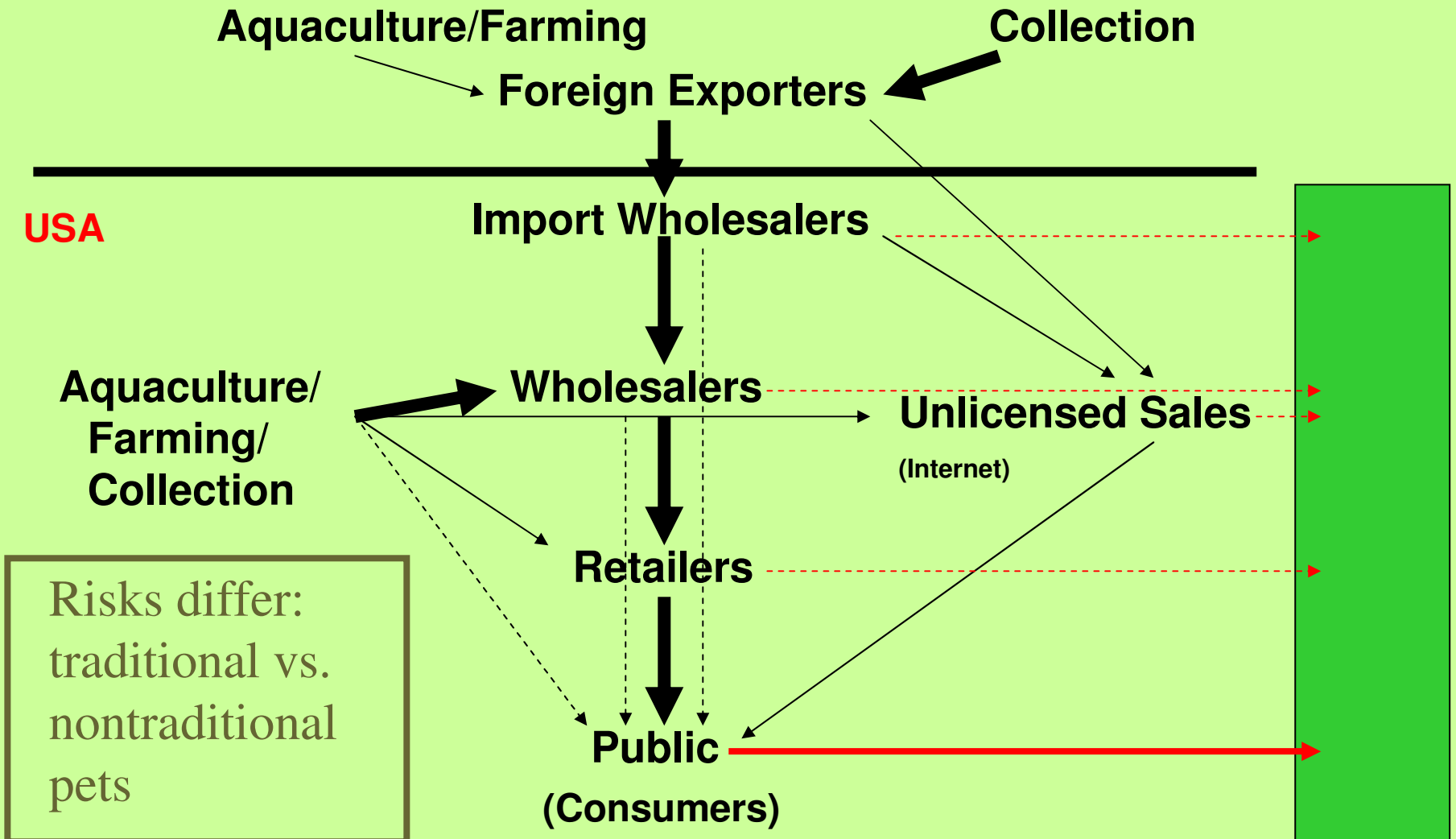


## Prevention:

- Smart Pet Choices
- Excellent Pet Care
- Alternatives to Release

Habits, Habitats, and Attitudes

# The Importation Pathway



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# Risk Prevention Measures

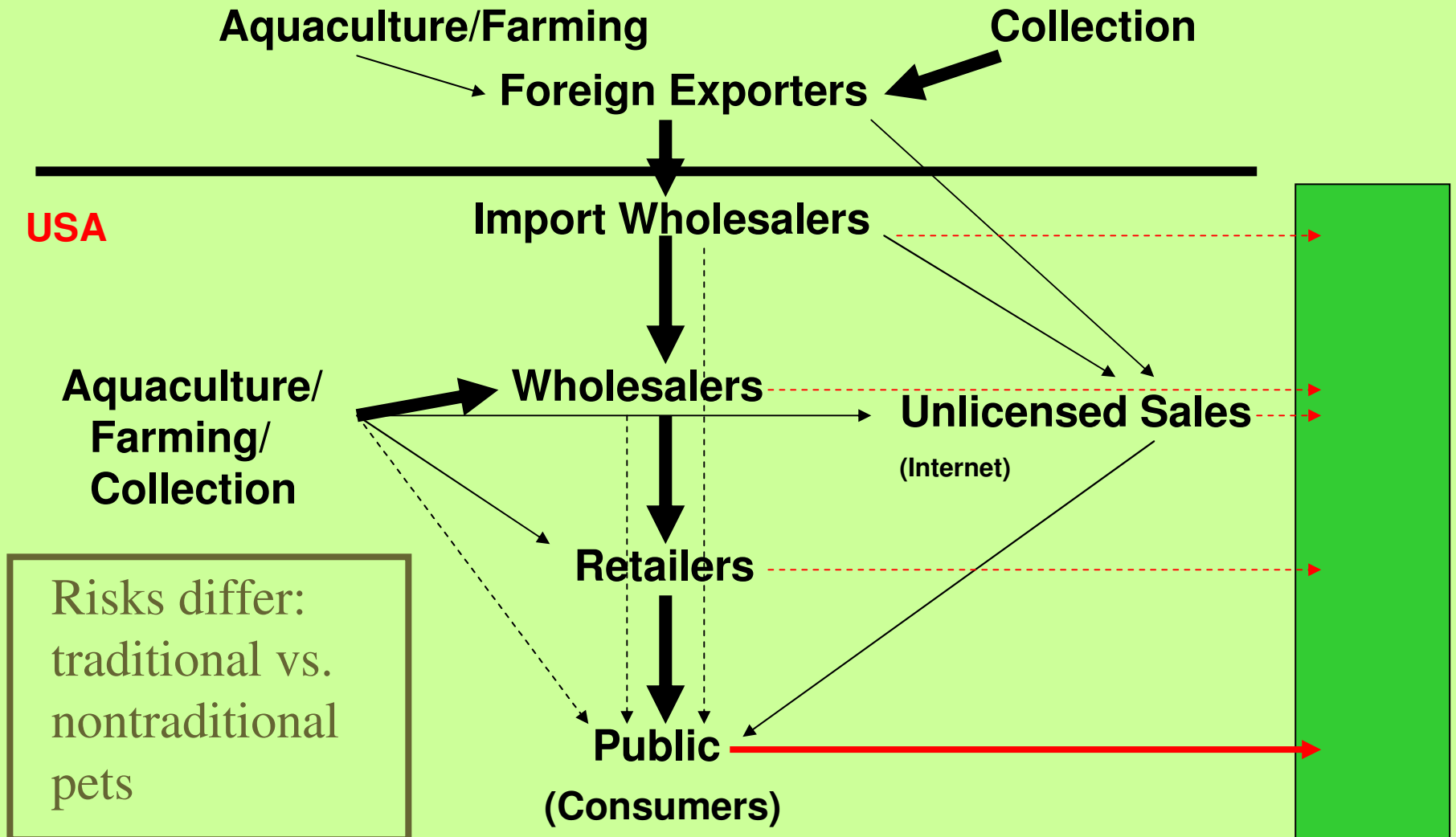
- **Pet Industry Joint Advisory Council (PIJAC)** is the unified voice of the pet industry, representing all segments of the pet industry:
  - Retailers
  - Wholesale/distributors
  - Companion animal suppliers
  - Manufacturers
  - Manufacturers' representatives
  - Hobbyist groups and other trade organizations

# Risk Prevention Measures

- PIJAC promotes responsible pet ownership and animal welfare, fosters environmental stewardship, and ensures the availability of pets. It is a nonprofit, service-oriented organization comprised of members who care about pets and the pet industry.
- PIJAC works closely with other industry associations such as:
  - APPMA (American Pet Product Manufacturers Association)
  - FTFFA (Florida Tropical Fish Farmers Association)
  - PIDA (Pet Industry Distributors Association)
  - WWPIA (World Wide Pet Industry Association) and PFI (Pet Food Institute)



## The Importation Pathway



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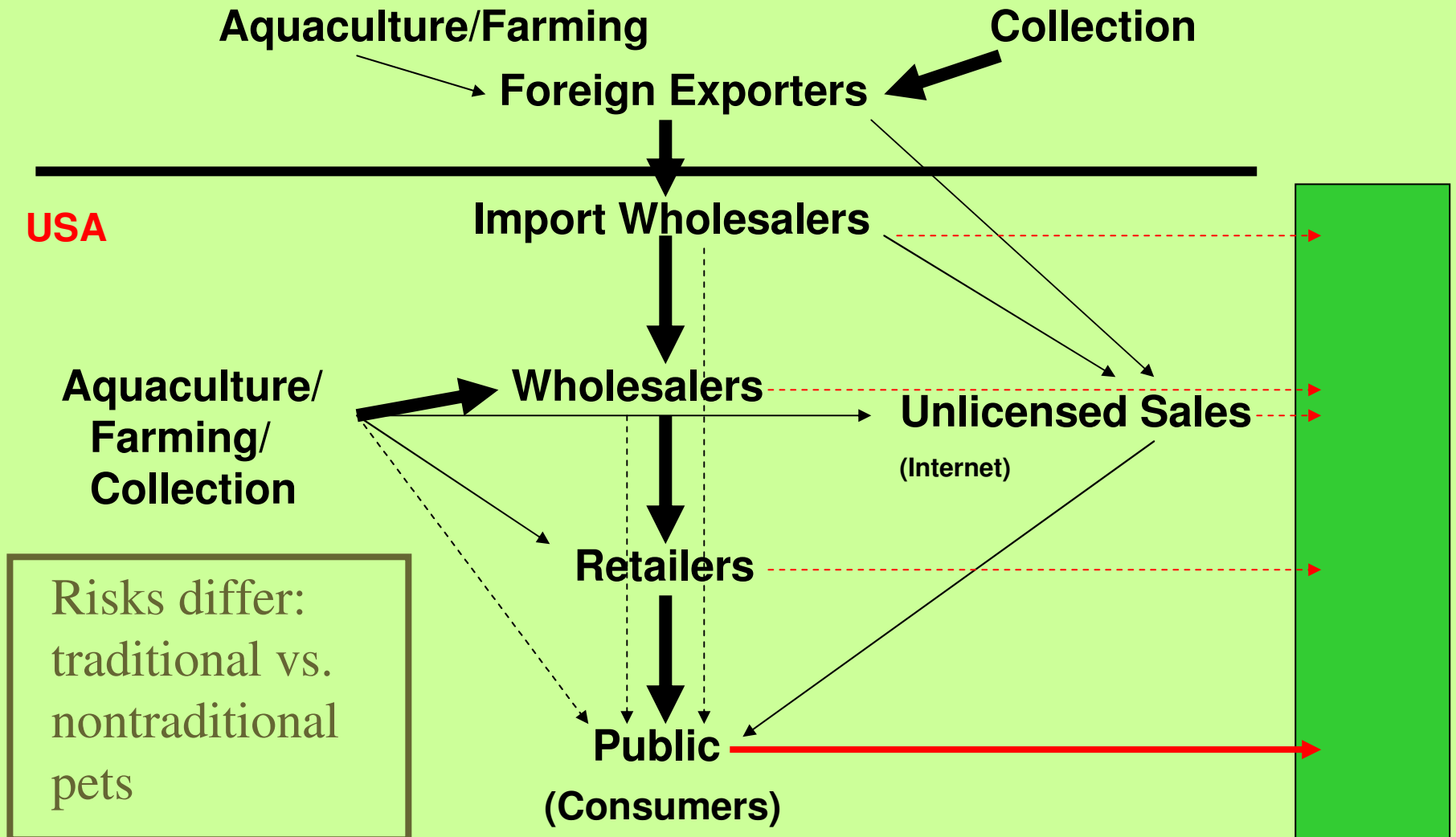
# Risk Prevention Measures

## National Reptile Improvement Plan (NRIP)

- Inspired by heartwater concerns
- Multi-stakeholder initiative
  - PIJAC, USDA/APHIS, Fl Dept of Ag, etc
- Sets husbandry standards
- Voluntary compliance/regulation
- Completed in 2003
- Approximately 90% of reptile and amphibian imports by NRIP accredited companies
- Expanding to “Mom & Pop” stores



## The Importation Pathway



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# Risk Prevention Measures

Best practices in exotic animal husbandry:



- Husbandry Manuals
- Care Checklists
- Fact Sheets
- Courses
- Campaigns
- Regulation/Legislation

# Risk Prevention Measures

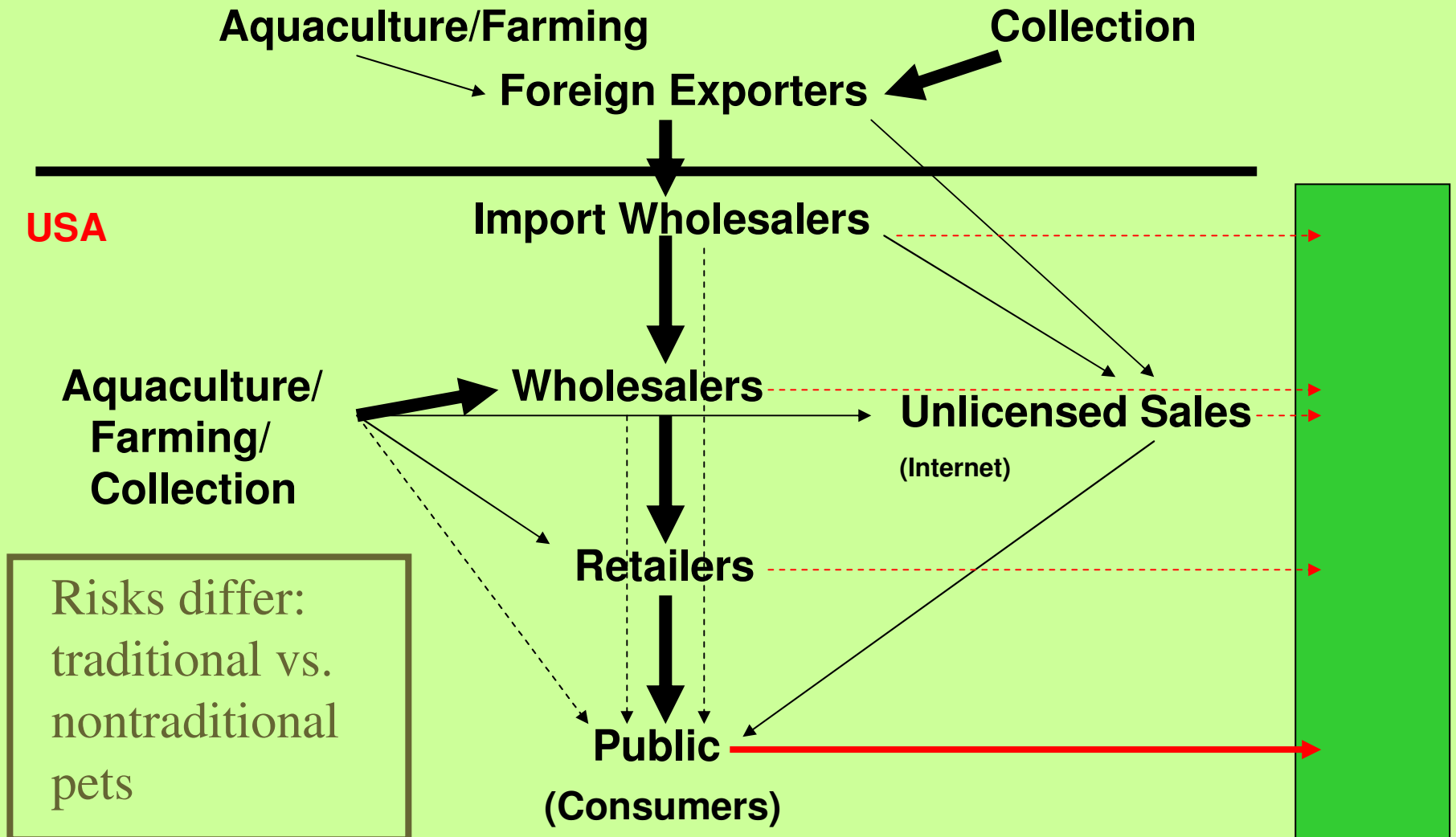
Biosecurity measures are performed by importers, distributors, and retailers

## The PETCO example...

- Vendor Certification Program
- Hold all animals for a minimum of 7 days
- All tortoises dewormed a minimum of 2 times
- All imported birds (canaries/finches) come in through USDA regulated quarantine stations with mandatory 30 day quarantine
- All animals (mammals/reptiles/birds) spot checked for parasites (internal/external) treated accordingly
- All aquatics systems have small concentration of salt (1.003 to 1.005 sg) to help prevent external parasitism
- All PETCO breeders/distributors comply with NRIP
- Consumer education (e.g., Care sheets)



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# Risk Prevention Measures

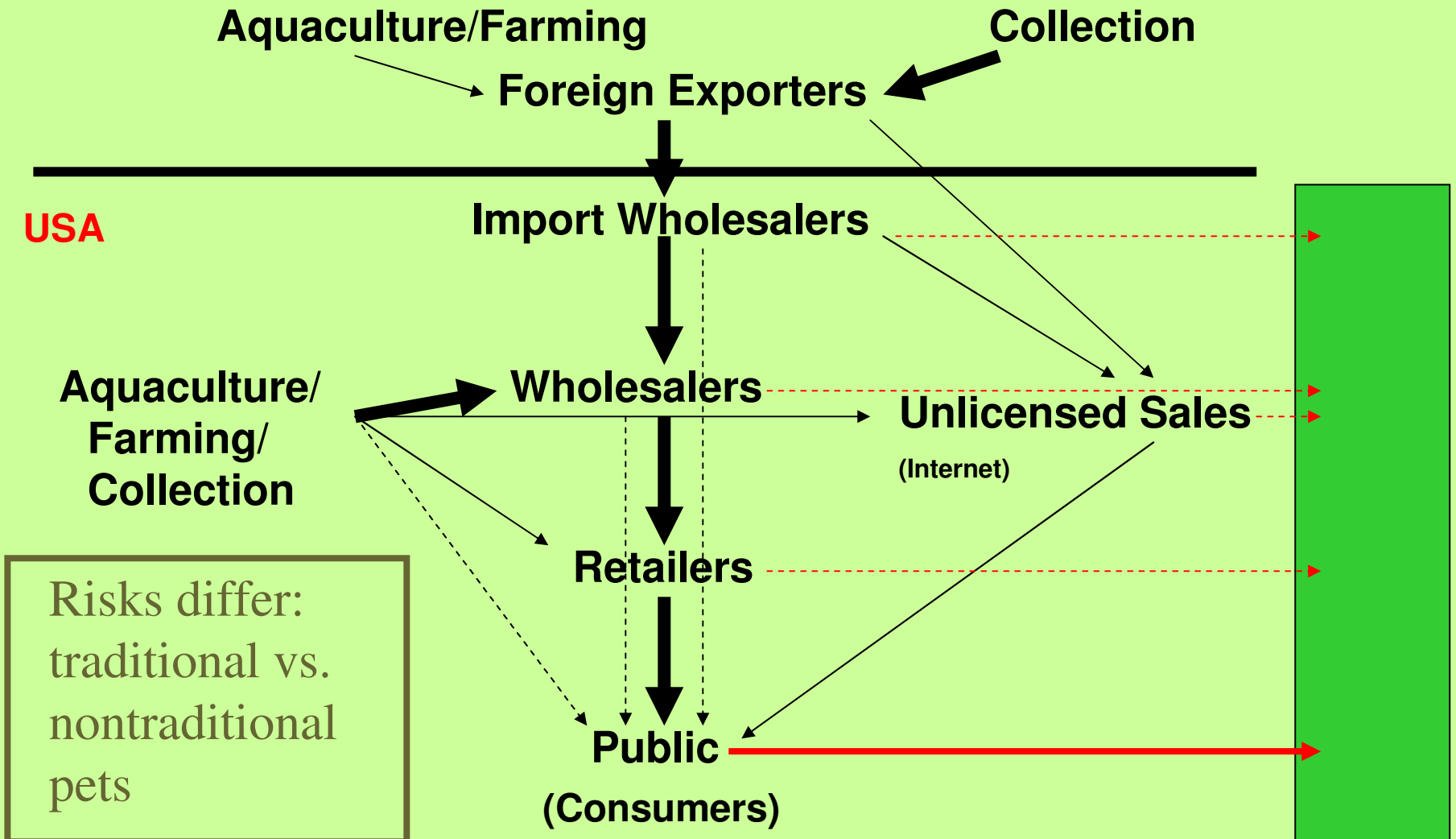


## *Bd*-Free 'Phibs Campaign

To educate the industry and public on risk management of the highly pathogenic chytrid fungus, *Batrachochytrium dendrobatidis*

Nov 5-7, 2007 launch

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# Questions?

